

3 9999 06317 551 5

NATIONAL RECOVERY ADMINISTRATION

RESEARCH AND PLANNING DIVISION

E V I D E N C E S T U D Y

NO. 50

OF

THE MOTOR VEHICLE RETAILING TRADE INDUSTRY

Prepared by

THE INDUSTRY STATISTICS UNIT

December, 1935

PRELIMINARY DRAFT

(NOT FOR RELEASE: FOR USE IN DIVISION ONLY)

THE EVIDENCE STUDY SERIES

The EVIDENCE STUDIES were originally planned as a means of gathering evidence bearing upon various legal issues which arose under the National Industrial Recovery Act.

These studies have value quite aside from the use for which they were originally intended. Accordingly, they are now made available for confidential use within the Division of Review, and for inclusion in Code Histories.

The full list of the Evidence Studies is as follows:

1. Automobile Manufacturing Ind.
2. Boot and Shoe Mfg. Ind.
3. Bottled Soft Drink Ind.
4. Builders' Supplies Ind.
5. Chemical Mfr. Ind.
6. Cigar Mfg. Industry
7. Construction Industry
8. Cotton Garment Industry
9. Dress Mfg. Ind.
10. Electrical Contracting Ind.
11. Electrical Mfg. Ind.
12. Fab. Metal Prod. Mfg., etc.
13. Fishery Industry
14. Furniture Mfg. Ind.
15. General Contractors Ind.
16. Graphic Arts Ind.
17. Gray Iron Foundry Ind.
18. Hosiery Ind.
19. Infant's & Children's Wear Ind.
20. Iron and Steel Ind.
21. Leather
22. Lumber & Timber Prod. Ind.
23. Mason Contractors Industry
24. Men's Clothing Industry
25. Motion Picture Industry
26. Motor Bus Mfg. Industry (Dropped)
27. Needlework Ind. of Puerto Rico
28. Painting & Paperhanging & Decorating
29. Photo Engraving Industry
30. Plumbing Contracting Industry
31. Retail Food (See No. 42)
32. Retail Lumber Industry
33. Retail Solid Fuel (Dropped)
34. Retail Trade Industry
35. Rubber Mfg. Ind.
36. Rubber Tire Mfg. Ind.
37. Silk Textile Ind.
38. Structural Clay Products Ind.
39. Throwing Industry
40. Trucking Industry
41. Waste Materials Ind.
42. Wholesale & Retail Food Ind. (See No. 31)
43. Wholesale Fresh Fruit & Veg.

In addition to the studies brought to completion, certain materials have been assembled for other industries. These MATERIALS are included in the series and are also made available for confidential use within the Division of Review and for inclusion in Code Histories, as follows:

44. Wool Textile Industry
45. Automotive Parts & Equip. Ind.
46. Baking Industry
47. Canning Industry
48. Coat and Suit Ind.
49. Household Goods & Storage, etc. (Dropped)
50. Motor Vehicle Retailing Trade Ind.
51. Retail Tire & Battery Trade Ind.
52. Ship & Boat Bldg. & Repairing Ind.
53. Wholesaling or Distributing Trade

L. C. Marshall
Director, Division of Review

1-15-31 1010

TABLES

TABLE I-A	- Total New Registrations, 1926-1935	5
	B - New Passenger Car Registrations, 1926-1935	5
	C - New Commercial Car Registrations, 1926-1935	5
TABLE II-A	- Total Retail Financing, 1928-1935	6
	B - Total Number of Cars Financed, 1928- 1935	6
	C - Average Amount Per Note Per Car, 1928- 1935	6
	AA - Total Financing, 1933-1935	7
	BB - Total Number of Cars Financed, 1933-1935 ..	7
	CC - Average Amount Per Note Per Car, 1933- 1935	7
TABLE III-A	- New Car Financing, 1928-1935	8
	B - Number of New Cars Financed, 1928-1935	8
	C - Average Amount Per Note Per New Car, 1928-1935	8
	AA - New Car Financing, 1933-1935	9
	BB - Number of New Cars Financed, 1933-1935	9
	CC - Average Amount Per Note Per New Car, 1933-1935	9
TABLE IV-A	- Used Car Financing, 1928-1935	10
	B - Number of Used Cars Financed, 1928-1935 ..,	10
	C - Average Amount Per Note Per Used Car, 1928-1935	10
	AA - Used Car Financing, 1933-1935	11
	BB - Number of Used Cars Financed, 1933-1935 ..	11
	CC - Average Amount Per Note Per Used Car, 1933-1935	11
TABLE V-A	- Unclassified Car Financing, 1928-1935	12
	B - Number of Unclassified Cars Financed, 1928-1935	12
	C - Average Amount Per Note Per Unclassified Car, 1928-1935	12
	AA - Unclassified Car Financing, 1933-1935	13
	BB - Number of Unclassified Cars, 1933-1935	13
	CC - Average Amount Per Note Per Unclassified Car, 1933-1935	13

TABLES (Cont'd)

TABLE VI-A - Wholesale Financing to Dealers, 1929-	
1935	14
AA - Wholesale Financing to Dealers, 1933-	
1935	14
TABLE VII-A - Average Wholesale Price Per Passenger	
Car, f.o.b. Factory, 1926-1935	15
B - Index of Average Wholesale Price Per	
Passenger Car, 1926-1935	15
TABLE VIII-A - Average Wholesale Price Per Truck, f.o.b.	
Factory, 1926-1935	16
B - Index of Average Wholesale Price Per	
Truck, 1926-1935	16
TABLE IX-A - Establishments, Employees, Payrolls,	
Sales and Stocks, by States, 1929	17
B - Establishments, Employees, Payrolls,	
Sales and Stocks, by States, 1929	18
TABLE X-A - Establishments, Employees, Payrolls,	
Sales and Stocks, by States, 1933	19
B - Establishments, Employees, Payrolls,	
Sales and Stocks, by States, 1935	20
TABLE XI - Number of Motor Vehicle Dealers, by	
States, 1929 to 1935	21
TABLE XII - Establishments and Net Sales, Classified	
by Volume of Sales, 1929	22
TABLE XIII - Number of Dealers Classified by Number	
of New Cars Sold, 1934	23
TABLE XIV - Number of Employees, by Months, 1933	24
TABLE XV - New Motor Vehicle Registrations, by	
States, 1929 to 1934	25
TABLE XVI - Production of Motor Vehicles, by States,	
1929 and 1931	26

MOTOR VEHICLE RETAILING TRADE

General Notes

Comparison of Definitions of the Industry

The Motor Vehicle Retailing Trade, as defined by the code, covers the business of "retailing new or used motor vehicles, and the servicing or repairing of new or used motor vehicles." The term "motor vehicles" includes "passenger cars, trucks, truck tractors, busses, taxicabs, hearses, ambulances and other commercial vehicles for use on the highway." The retailing and servicing of motorcycles, fire apparatus, and tractors other than truck tractors are not covered by the code.

In the data presented in this report the term "motor vehicles" includes only passenger cars and trucks. These data may, however, be taken as representative of code coverage since presumably the retailing of such vehicles as taxicabs, busses, etc. is practically negligible in comparison with the retailing of passenger cars and trucks.

Discrepancies between the number of establishments reported by the Bureau of the Census, by the Chilton Company, and by the Code Authority are probably the result, not so much of differences in the type of vehicle handled by the establishments, but rather of differences in the definitions of a motor vehicle dealer and to the degree of completeness of the count. The Bureau of the Census, reporting 45,301 establishments in 1929 and 30,646 in 1933, covers only those dealers who derive their income principally from the sale of motor vehicles. The Chilton Company counts as a motor vehicle dealer any dealer who sells motor vehicles. Their figures were 54,554 in 1929, 39,868 in 1933, and 35,265 in 1934. The figure of 35,977 reported by the National Automobile Dealers' Association for 1934 agrees very closely with the Chilton Company's figure for that year. The slightly larger number of dealers, 39,594, reported by the Code Authority for 1934 is probably due to the more effective registration organization of the Code Authority. The figures for the Chilton Company and the Code Authority are, of course, most appropriate for the code.

Sources

The chief sources of the data in the accompanying tables are the Bureau of the Census, the Chilton Company, and R. L. Polk.

TABLES (Cont'd)

TABLE VI-A	- Wholesale Financing to Dealers, 1929- 1935	14
AA -	Wholesale Financing to Dealers, 1933- 1935	14
TABLE VII-A	- Average Wholesale Price Per Passenger Car, f.o.b. Factory, 1926-1935	15
B -	Index of Average Wholesale Price Per Passenger Car, 1926-1935	15
TABLE VIII-A	- Average Wholesale Price Per Truck, f.o.b. Factory, 1926-1935	16
B -	Index of Average Wholesale Price Per Truck, 1926-1935	16
TABLE IX-A	- Establishments, Employees, Payrolls, Sales and Stocks, by States, 1929	17
B -	Establishments, Employees, Payrolls, Sales and Stocks, by States, 1939	18
TABLE X-A	- Establishments, Employees, Payrolls, Sales and Stocks, by States, 1933	19
B -	Establishments, Employees, Payrolls, Sales and Stocks, by States, 1933	20
TABLE XI	- Number of Motor Vehicle Dealers, by States, 1929 to 1935	21
TABLE XII	- Establishments and Net Sales, Classified by Volume of Sales, 1929	22
TABLE XIII	- Number of Dealers Classified by Number of New Cars Sold, 1934	23
TABLE XIV	- Number of Employees, by Months, 1933	24
TABLE XV	- New Motor Vehicle Registrations, by States, 1929 to 1934	25
TABLE XVI	- Production of Motor Vehicles, by States, 1929 and 1931	26

MOTOR VEHICLE RETAILING TRADE

General Notes

Comparison of Definitions of the Industry

The Motor Vehicle Retailing Trade, as defined by the code, covers the business of "retailing new or used motor vehicles, and the servicing or repairing of new or used motor vehicles." The term "motor vehicles" includes "passenger cars, trucks, truck tractors, busses, taxicabs, hearses, ambulances and other commercial vehicles for use on the highway." The retailing and servicing of motorcycles, fire apparatus, and tractors other than truck tractors are not covered by the code.

In the data presented in this report the term "motor vehicles" includes only passenger cars and trucks. These data may, however, be taken as representative of code coverage since presumably the retailing of such vehicles as taxicabs, busses, etc. is practically negligible in comparison with the retailing of passenger cars and trucks.

Discrepancies between the number of establishments reported by the Bureau of the Census, by the Chilton Company, and by the Code Authority are probably the result, not so much of differences in the type of vehicle handled by the establishments, but rather of differences in the definitions of a motor vehicle dealer and to the degree of completeness of the count. The Bureau of the Census, reporting 45,301 establishments in 1929 and 30,646 in 1933, covers only those dealers who derive their income principally from the sale of motor vehicles. The Chilton Company counts as a motor vehicle dealer any dealer who sells motor vehicles. Their figures were 54,554 in 1929, 39,868 in 1933, and 35,265 in 1934. The figure of 35,977 reported by the National Automobile Dealers' Association for 1934 agrees very closely with the Chilton Company's figure for that year. The slightly larger number of dealers, 39,594, reported by the Code Authority for 1934 is probably due to the more effective registration organization of the Code Authority. The figures for the Chilton Company and the Code Authority are, of course, most appropriate for the code.

Sources

The chief sources of the data in the accompanying tables are the Bureau of the Census, the Chilton Company, and R. L. Polk.

and Company. Other sources are the Code Authority for the Motor Vehicle Retailing Trade, the Bureau of Labor Statistics, and the National Automobile Dealers' Association.

Bureau of the Census Data. - All establishments whose income was derived primarily from the sale of motor vehicles were included in the classification, "Motor Vehicle Dealers," used by the Census of Retail Distribution in 1933. The income derived by dealers from service departments, sale of tires and batteries, and the sale of storage space is included in the sale figures, but these sources of additional business are practically negligible in their effect upon the total sales volume.

Data for 1929, comparable to that for the "Motor Vehicle Dealers" group used for 1933, were obtained by combining data for the groups "Automobile Salesrooms," "Used-Car Dealers," and "Automobile Dealers with Farm Implements and Machinery."

Chilton Company Data. - Data from the Chilton Company on the number of dealers as published in the Chilton Class Journal cover all dealers selling motor vehicles. The number of dealers reported for 1934 is slightly less than that reported by the Code Authority for that year (the only year for which Code Authority data are available). The more effective registration organization of the Code Authority probably accounts for the difference. Since the Code Authority suggested that the Chilton figures be used for the years preceding 1934 and since the percentage distribution of dealers by states is practically the same, with the exception of California, New York, and Ohio, the Chilton figures have been used for 1934 as well as other years.

R. L. Polk and Company. - Statistics from the Automobile Department of R. L. Polk and Company are considered the most reliable data available on registrations. They cover the registration of new passenger and commercial vehicles. They do not include those vehicles which are not required to be registered, such as ambulances, fire apparatus and government owned vehicles. Duplicate registrations have been fairly well eliminated, especially within the past several years.

Data from other Sources. - Descriptions of data from other sources, as well as the data discussed above, are presented in the notes accompanying the tables.

Industry Statistics Unit,
Statistics Section,
Division of Review, NRA.
December 3, 1935.

Notes for Data on Form R-P-28

MOTOR VEHICLE RETAILING TRADE
(Code No. 46)

1. TOTAL NEW REGISTRATIONS, CARS

Registrations are for new motor vehicles only, and exclude busses, ambulances, fire apparatus, and government-owned vehicles. Duplications are believed to have been fairly well eliminated during the past two years.

2. CAR FINANCING, "WHOLESALE" AND RETAIL

The data on wholesale financing cover the dollar volume of financing of the sales of new cars made by manufacturers to dealers (the financing of dealers' stocks of cars), while the data on retail financing cover the volume of financing of sales made by dealers to consumers. Retail financing is broken down into three classifications, New Cars, Used Cars and Unclassified. The latter category represents a small number of companies which reported only the total number of cars financed and the total amount of financing.

The series represent approximately 95 per cent of the total business done by finance companies in the United States and probably over 80 per cent of all financing in the United States. The series do not include rediscounts, and therefore are free from duplication. From January 1928 through December 1932 the data covered 365 identical companies, although 52 of them had gone out of business by the end of 1929 and 31 more by the end of 1932. From January 1933 to date the data cover the remaining 282 companies. The figures are, however, comparable over the period. Beginning with July 1933 a new series covering 456 identical companies was published simultaneously with that of the 282 identical companies, but the larger number of companies represented an increase of only about 3 per cent in the size of the (retail) sample. The percentage increases in the coverage of the new wholesale financing series was not quite so large as those in retail financing.

3. PRICES

Trucks, at Wholesale. - The Bureau of Labor Statistics average wholesale price per truck is a composite of price quotations

from three major manufacturers, whose prices are considered representative of the price trend in this branch of the industry. In combining these three price quotations weights based upon quantities produced (1929-1931 average) are used. The items and their respective weights are:

Ford Truck, $\frac{3}{4}$ to $1\frac{1}{2}$ ton capacity	.1684
Federal Truck, $1\frac{1}{2}$ to 4 ton capacity	.7586
Diamond Truck, $\frac{1}{2}$ to 4 ton capacity	.0730

Passenger Cars, at Wholesale. - The Bureau of Labor Statistics average wholesale price per passenger car is a composite of price quotations for six major makes which are considered representative of the price trend in this branch of the industry. The prices of all passenger models of these makes whose factory prices are less than \$4,000 are averaged by makes and these averages weighted by the number of registrations per make (1929-1931 average). The makes and their respective weights are:

Buick	7
Chevrolet	36
Cadillac	1
Dodge	4
Ford	50
Packard	2

The series are not price series in the usual sense that they represent changes in the price of an identical commodity over a period of time. They each represent a price at specified points of time of a commodity (an automobile or truck) which changes from year to year as a result of technical improvements, changes in style, etc.

Industry Statistics Unit,
Statistics Section,
Division of Review, NRA
December 3, 1935.

MOTOR VEHICLE RETAILING TRADE

REGISTRATIONS

I-A

Total New Registrations (Thousands of Cars) a/

	1926	1927	1928	1929	1930	1931	1932	1933	1934	1935
JAN	226.6	202.8	152.5	249.7	210.1	151.2	102.3	91.6	84.1	171.4
FEB	190.3	208.8	183.0	267.9	243.8	157.6	97.3	79.2	119.4	204.8
MAR	315.8	294.6	278.9	424.3	340.9	231.5	109.1	88.7	207.2	303.0
APR	440.5	368.5	362.3	538.0	404.0	302.6	138.9	137.3	61.8	366.5
MAY	439.8	352.4	383.9	506.8	388.3	281.2	150.0	181.2	259.0	341.2
JUN	360.4	294.8	346.2	431.5	294.4	230.4	166.6	197.5	258.4	328.6
JUL	372.7	280.1	356.0	490.5	293.9	224.4	118.0	216.3	266.3	336.4
AUG	345.1	273.0	366.4	429.4	237.4	182.8	108.5	207.7	234.6	284.3
SEP	296.1	210.4	307.0	350.9	209.2	150.9	96.9	189.1	184.2	200.3
OCT	276.8	213.4	325.8	338.7	184.4	127.4	78.4	164.2	181.8	
NOV	186.2	151.3	239.2	217.2	115.1	91.4	54.8	112.9	136.3	
DEC	163.7	101.3	179.4	162.0	114.7	90.7	55.2	74.2	99.6	
Average	301.2	246.0	290.1	367.2	253.0	185.2	106.4	144.9	191.1	

I-B

New Passenger Car Registrations (Thousands of Cars) b/

JAN	199.8	175.3	136.1	219.8	179.9	126.8	87.5	79.8	61.2	136.6
FEB	167.1	180.4	165.5	235.3	212.0	134.1	82.8	69.5	94.9	170.6
MAR	280.9	261.1	254.2	378.1	298.7	200.8	92.2	78.7	173.3	261.5
APR	396.2	331.4	332.1	481.8	357.1	265.7	121.1	120.0	222.9	319.7
MAY	403.0	318.5	351.5	454.0	345.1	247.7	131.3	160.2	219.2	293.2
JUN	327.1	266.3	317.1	386.4	260.9	201.9	148.8	174.2	223.6	280.4
JUL	334.5	251.7	324.1	432.6	254.1	194.3	104.2	185.7	228.8	285.2
AUG	308.5	245.2	329.7	376.9	203.6	155.7	93.5	178.9	193.8	233.9
SEP	261.8	185.9	271.8	304.4	175.3	124.9	81.9	157.8	146.9	157.1
OCT	241.7	186.1	284.9	288.8	150.2	102.7	63.2	136.1	140.9	
NOV	162.5	132.5	211.7	183.6	93.1	75.8	44.4	94.2	107.6	
DEC	145.5	89.2	160.9	138.7	96.1	77.6	45.7	58.6	75.5	
Average	269.1	218.6	261.6	323.4	218.8	159.0	91.4	124.5	157.4	

I-C

New Commercial Car Registrations (Thousands of Cars) b/

JAN	26.7	27.6	16.4	29.9	30.2	24.4	14.8	11.7	22.9	34.8
FEB	23.2	28.4	17.5	32.7	31.8	23.5	14.5	9.7	24.5	34.8
MAR	34.9	33.5	24.7	46.2	42.2	30.6	16.9	9.9	33.9	41.5
APR	44.3	37.1	30.3	56.3	47.0	36.9	17.8	17.3	38.9	46.8
MAY	36.8	34.0	32.5	52.8	43.3	33.5	18.7	20.9	39.8	48.0
JUN	33.2	28.5	29.2	45.1	33.5	28.5	17.9	23.3	34.8	48.2
JUL	38.2	28.4	31.8	57.8	39.9	30.1	14.7	30.6	37.5	51.2
AUG	36.7	27.9	36.8	52.5	33.8	27.0	15.1	28.8	40.8	50.4
SEP	34.3	24.4	35.1	46.5	33.9	26.0	15.1	31.3	37.2	43.2
OCT	35.1	27.2	40.9	49.9	34.2	24.7	15.2	28.1	40.9	
NOV	23.7	8.8	27.5	33.6	22.0	15.5	10.4	18.7	28.7	
DEC	18.1	12.1	18.5	23.2	18.6	13.1	9.5	15.6	24.1	
Average	32.1	27.3	28.4	43.9	34.2	26.2	15.0	20.5	33.7	

a/ New Passenger Car Registrations (V-B) plus New Commercial Car Registrations (V-C).

b/ R. L. Polk & Co. (Taken from Survey of Current Business).

R-P-28

Code No. 46

MOTOR VEHICLE RETAILING TRADE

RETAIL AUTOMOBILE FINANCING - TOTAL a/

II-A	Total Retail Financing (Millions of Dollars)								
	1926	1927	1928	1929	1930	1931	1932	1933	1934
JAN		52.3	75.1	73.4	61.7	44.6	31.3	34.4	56.2
FEB		65.0	90.7	85.5	66.1	44.8	29.3	45.4	66.4
MAR		93.5	141.3	123.5	92.0	51.1	33.5	69.2	95.1
APR		113.5	172.1	146.6	113.0	56.4	45.3	88.0	113.0
MAY		132.1	184.3	115.1	109.4	58.4	58.2	99.6	107.8
JUN		128.1	179.5	138.1	104.6	63.2	65.5	99.1	106.2
JUL		122.9	180.3	118.7	95.9	44.7	65.2	35.5	113.1
AUG		121.7	163.3	102.7	79.6	45.1	71.2	87.7	100.8
SEP		102.3	129.0	90.2	68.3	38.8	52.5	67.2	77.7
OCT		103.6	126.2	81.2	60.7	31.6	57.5	68.2	
NOV		86.6	94.6	60.2	48.6	27.7	43.9	55.3	
DEC		72.9	79.8	65.9	50.5	20.0	33.1	43.8	
Average		99.5	134.7	100.1	79.2	44.6	49.7	71.1	

II-B Total Number of Cars Financed (Thousands)

JAN		103.9	156.1	165.6	160.5	122.7	92.1	101.7	149.6
FEB		132.2	189.9	199.2	173.0	123.0	87.5	124.3	176.6
MAR		195.6	304.3	315.3	237.3	140.8	101.5	183.7	254.5
APR		234.6	410.1	346.9	290.1	155.7	132.1	231.7	302.9
MAY		272.0	401.3	294.1	278.0	164.7	108.3	259.1	293.7
JUN		263.8	385.8	340.7	265.4	178.0	185.3	255.4	284.7
JUL		252.9	390.2	286.5	236.9	132.5	182.2	251.6	304.7
AUG		252.1	349.2	247.1	204.9	131.1	198.9	233.2	273.7
SEP		209.4	299.7	218.8	176.7	111.2	173.8	179.9	214.4
OCT		215.7	277.2	200.6	160.6	97.9	102.1	185.4	
NOV		180.5	209.9	152.2	131.0	82.2	126.9	153.3	
DEC		152.0	171.2	167.1	134.7	52.1	100.5	124.2	
Average		205.4	295.4	244.5	204.0	156.3	142.6	190.3	

II-C Average Amount Per Note Per Car (Dollars)

JAN		503	481	444	384	365	340	339	375
FEB		491	478	429	382	363	334	365	376
MAR		478	464	392	388	363	331	377	374
APR		484	420	423	389	362	343	380	373
MAY		486	459	392	393	355	346	384	367
JUN		485	465	405	394	355	354	388	373
JUL		486	462	414	405	338	358	379	371
AUG		483	468	416	389	344	358	376	368
SEP		489	430	412	387	349	360	374	362
OCT		480	455	405	379	343	355	368	
NOV		480	451	395	371	337	346	361	
DEC		479	466	394	375	329	330	353	
Average		485	456	409	388	352	349	370	

a/ Bureau of the Census, Automobile Financing. From 1928 through 1932, data cover 365 identical companies (52 of these had gone out of business by the end of 1929 and 31 more by the end of 1932). For January 1933 to date, data cover the remaining 232 companies.

R-P-28

Page No. 46

MOTOR VEHICLE RETAILING TRADE

RETAIL AUTOMOBILE FINANCING - TOTAL a/

Total Financing (Millions of Dollars)

II-AA	1926	1927	1928	1929	1930	1931	1932	1933	1934	1935
JAN									36.5	59.1
FEB									47.6	69.9
MAR									72.5	100.1
APR									91.8	118.7
MAY									103.8	113.6
JUN									103.5	111.9
JUL							68.5	99.6	119.4	
AUG							74.8	91.6	106.5	
SEP							65.7	70.3	82.1	
OCT							60.3	71.5		
NOV							46.1	58.1		
DEC							35.2	46.3		
									74.4	

II-BB

Total Number of Cars Financed (Thousands)

JAN									110.0	159.1
FEB									132.5	187.6
MAR									195.2	270.1
APR									244.5	320.9
MAY									273.3	312.2
JUN									269.7	303.3
JUL							194.6	265.1	324.6	
AUG							211.7	245.8	292.6	
SEP							185.0	190.2	229.3	
OCT							172.4	196.4		
NOV							135.6	162.8		
DEC							108.6	133.1		
									201.6	

II-CC

Average Amount per Note per Car (Dollars)

JAN									332	372
FEB									359	373
MAR									372	371
APR									376	370
MAY									380	364
JUN									384	369
JUL							352	376	368	
AUG							353	373	364	
SEP							355	370	358	
OCT							350	364		
NOV							340	357		
DEC							324	348		
									366	

a/ Bureau of the Census, Automobile Financing. Data cover 456 identical companies.

MOTOR VEHICLE RETAILING TRADE

RETAIL AUTOMOBILE FINANCING - NEW CARS a/

III-A New Car Financing (Thousands of Dollars)

	1926	1927	1928	1929	1930	1931	1932	1933	1934	1935
--	------	------	------	------	------	------	------	------	------	------

JAN		32.5	48.6	45.1	32.9	23.5	18.3	19.2	35.9
FEB		40.5	61.8	52.9	36.9	23.6	16.8	29.3	42.8
MAR		61.1	96.6	77.2	55.0	26.9	19.5	46.4	61.7
APR		74.4	116.6	93.9	70.5	31.8	28.2	59.8	73.1
MAY		86.4	125.0	68.2	68.6	33.6	37.5	68.0	67.6
JUN		83.2	121.7	91.1	63.6	38.3	43.0	68.8	66.9
JUL		79.7	124.5	73.4	59.3	24.1	43.3	65.1	71.7
AUG		78.6	111.0	63.0	46.9	24.6	47.3	58.0	62.7
SEP		64.7	93.7	52.8	38.6	21.6	40.9	43.2	46.1
OCT		64.4	80.2	45.6	33.2	17.6	36.8	42.7	
NOV		52.9	58.1	31.8	25.4	14.0	26.3	33.9	
DEC		41.6	47.9	35.3	27.3	14.1	17.8	24.8	
Average		63.3	90.5	60.9	46.5	24.5	31.3	46.6	

III-B Number of New Cars Financed (Thousands)

JAN		49.8	78.3	78.5	58.5	41.4	35.5	34.4	66.1
FEB		63.8	103.3	95.4	67.6	40.8	32.6	52.8	79.6
MAR		96.9	166.0	139.1	102.7	46.2	38.3	84.3	115.9
APR		117.7	205.0	171.0	133.3	57.7	55.6	107.9	135.8
MAY		137.2	212.5	115.5	126.7	63.9	75.0	122.2	122.7
JUN		131.7	203.6	159.6	115.1	74.2	84.4	125.1	121.6
JUL		125.5	211.2	130.6	100.8	45.8	84.3	120.0	128.9
AUG		124.7	183.8	111.0	83.6	46.4	91.6	106.0	112.6
SEP		100.6	157.9	92.1	67.6	39.5	78.4	78.2	82.0
OCT		101.3	132.1	78.4	58.1	31.2	70.7	77.5	
NOV		84.4	96.0	54.7	44.7	24.7	49.7	61.8	
DEC		63.0	74.1	61.9	48.1	26.2	32.5	40.5	
Average		99.7	152.0	107.3	83.9	44.8	60.7	84.2	

III-C Average Amount Per Note Per New Car (Dollars)

JAN		652	621	575	563	567	516	557	543
FEB		636	598	555	545	579	516	555	537
MAR		630	582	555	536	582	508	551	532
APR		632	569	549	529	552	508	554	538
MAY		630	588	590	541	526	500	557	551
JUN		632	598	571	552	517	510	550	550
JUL		635	589	562	588	527	514	542	556
AUG		631	604	567	561	531	516	547	557
SEP		643	593	574	571	545	522	553	562
OCT		635	607	582	572	565	521	551	
NOV		627	605	582	568	567	529	547	
DEC		660	647	571	567	538	548	556	
Average		635	595	567	554	546	516	552	

a/ Bureau of the Census, Automobile Financing. From 1928 through 1932 data cover 365 identical companies (52 of these had gone out of business by the end of 1929 and 31 more by the end of 1932). From January 1933 to date, data cover the remaining 282 companies.

MOTOR VEHICLE RETAILING TRADE

RETAIL AUTOMOBILE FINANCING - NEW CARS a/

New Car Financing (Millions of Dollars)

III-AA	1926	1927	1928	1929	1930	1931	1932	1933	1934	1935
--------	------	------	------	------	------	------	------	------	------	------

JAN									19.8	37.2
FEB									30.2	44.4
MAR									47.8	64.0
APR									61.5	75.6
MAY									69.8	70.2
JUN									70.9	69.4
JUL							44.7	67.0	74.5	
AUG							48.9	59.8	65.1	
SEP							42.2	44.6	48.0	
OCT							37.9	44.1		
NOV							27.1	34.9		
DEC							18.5	25.6		
Average									48.0	

III-BB Number of New Cars Financed (Thousands)

JAN								35.7	68.5	
FEB								54.5	82.6	
MAR								86.9	120.1	
APR								111.0	140.5	
MAY								125.4	127.2	
JUN								128.8	126.2	
JUL							86.9	123.6	134.1	
AUG							94.6	109.3	117.0	
SEP							80.9	80.7	85.4	
OCT							73.0	80.0		
NOV							51.4	63.7		
DEC							33.7	46.0		
Average									87.1	

III-CC Average Amount Per Note Per New Car (Dollars)

JAN								556	543
FEB								555	538
MAR								551	532
APR								554	538
MAY								557	552
JUN								550	550
JUL							514	543	556
AUG							516	547	557
SEP							521	553	562
OCT							520	552	
NOV							527	547	
DEC							548	556	
Average									552

a/ Bureau of the Census, Automobile Financing. Data cover 456 identical companies.

MOTOR VEHICLE RETAILING TRADE

RETAIL AUTOMOBILE FINANCING - USED

IV-A

Used Car Financing (Millions of Dollars)

	1926	1927	1928	1929	1930	1931	1932	1933	1934	1935
JAN			13.6	22.7	25.5	27.2	20.0	12.2	14.4	19.0
FEB			16.6	24.6	29.1	27.7	19.9	11.7	15.2	22.3
MAR			23.1	37.8	42.4	34.7	22.8	15.3	21.4	31.6
APR			26.9	47.1	48.8	39.5	22.1	14.1	26.7	37.9
MAY			31.7	51.0	42.8	37.8	25.3	19.4	29.8	38.2
JUN			31.6	50.3	43.0	38.0	25.2	21.2	26.4	37.2
JUL			29.3	49.0	42.7	34.1	14.2	20.5	28.6	40.3
AUG			30.0	45.7	37.1	30.5	19.1	24.5	28.0	37.0
SEP			26.1	29.4	35.2	27.6	13.2	20.4	22.7	30.7
OCT			28.0	41.6	35.7	25.9	13.0	19.7	24.1	
NOV			23.2	32.2	26.8	21.9	12.3	16.7	20.4	
DEC			22.0	28.6	28.8	21.9	12.2	14.5	18.0	
Average			25.2	38.3	36.3	30.6	19.2	17.4	23.1	

IV-B

Number of Used Cars Financed (Thousands)

JAN		40.9	68.8	80.7	97.6	77.0	54.2	64.6	79.9
FEB		52.5	76.4	95.4	100.7	79.9	52.8	68.8	93.3
MAR		76.4	121.2	166.5	128.3	90.1	50.6	95.5	133.5
APR		88.4	184.8	164.0	149.1	93.4	73.3	119.5	161.4
MAY		105.6	168.6	168.2	142.8	96.0	89.3	132.1	165.5
JUN		104.4	163.8	170.3	141.9	98.5	96.7	125.4	157.4
JUL		97.5	162.2	149.6	128.7	82.7	93.9	126.7	172.7
AUG		98.5	149.4	129.5	115.0	80.6	103.2	122.5	157.9
SEP		64.5	127.5	121.5	103.2	67.7	91.6	98.2	130.0
OCT		90.6	134.7	118.1	97.4	65.8	88.0	103.8	
NOV		74.5	103.8	94.0	82.8	54.7	74.5	88.2	
DEC		69.4	89.7	101.0	82.8	53.6	65.4	76.5	
Average		81.9	129.2	129.9	114.2	74.2	78.6	101.8	

IV-C

Average Amount Per Note Per Used Car (Dollars)

JAN		332	330	316	278	258	224	223	237
FEB		316	322	305	275	253	222	221	239
MAR		302	312	255	270	253	220	224	237
APR		305	255	297	265	247	220	223	235
MAY		300	302	255	265	242	218	225	231
JUN		303	307	252	268	235	219	226	236
JUL		300	302	285	265	232	212	226	233
AUG		304	306	286	265	231	218	229	234
SEP		309	231	290	267	236	223	231	236
OCT		309	309	286	266	236	223	232	
NOV		312	310	285	264	235	225	231	
DEC		318	319	285	264	227	222	236	
Average		307	297	280	268	241	221	227	

a/ Bureau of the Census, Automobile Financing. From 1928 through 1932, data cover 365 identical companies (52 of these had gone out of business by the end of 1929 and 31 more by the end of 1932). From January 1933 to date, data cover the remaining 282 companies.

MOTOR VEHICLE RETAILING TRADE

RETAIL AUTOMOBILE FINANCING - USED CARS a/

IV-AA

Used Car Financing (Millions of Dollars)

1926 1927 1928 1929 1930 1931 1932 1933 1934 1935

JAN								15.9	20.7
FEB								16.5	24.1
MAR								23.5	34.5
APR								28.9	41.0
MAY								32.2	41.5
JUN								30.7	40.5
JUL						22.5	30.8	43.7	
AUG						24.6	30.2	40.2	
SEP						22.2	24.5	33.3	
OCT						21.3	26.0		
NOV						18.1	22.1		
DEC						15.9	19.7		
Average								25.1	

IV-BB

Number of Used Cars Financed (Thousands)

JAN							71.6	87.2
FEB							75.3	101.3
MAR							104.4	144.8
APR							129.3	174.8
MAY							143.1	179.5
JUN							135.9	171.5
JUL						103.6	136.7	187.5
AUG						112.9	131.9	172.4
SEP						100.3	106.1	141.6
OCT						95.9	112.4	
NOV						81.6	95.8	
DEC						72.3	83.9	
Average								110.5

IV-CC

Average Amount Per Note Per Used Car (Dollars)

JAN							222	237
FEB							219	238
MAR							223	237
APR							223	235
MAY							225	231
JUN							226	236
JUL						218	225	233
AUG						218	229	233
SEP						222	231	235
OCT						222	231	
NOV						222	231	
DEC						220	234	
Average							227	

a/ Bureau of the Census, Automobile Financing. Data cover 456 identical companies.

MOTOR VEHICLE RETAILING TRADE
RETAIL AUTOMOBILE FINANCING - UNCLASSIFIED CARS a/

V-A Unclassified Car Financing (Millions of Dollars)

	1926	1927	1928	1929	1930	1931	1932	1933	1934	1935
JAN		6.24	3.78	2.76	1.51	1.18	.78	.83	1.26	
FEB		7.80	4.30	3.49	1.57	1.26	.62	.89	1.36	
MAR		9.37	6.89	3.92	2.29	1.48	.75	1.41	1.86	
APR		12.13	8.43	3.95	2.89	1.51	.90	1.53	2.04	
MAY		14.02	8.36	4.16	3.03	1.59	1.29	1.84	1.96	
JUN		13.29	7.55	4.06	3.10	1.45	1.33	1.87	2.02	
JUL		13.90	6.84	2.64	2.48	1.34	1.28	1.79	1.19	
AUG		13.05	6.59	2.63	2.25	1.52	1.36	1.64	1.09	
SEP		11.58	5.81	2.21	2.09	1.50	1.26	1.25	.82	
OCT		11.25	4.36	1.82	1.61	.94	1.05	1.36		
NOV		10.45	4.41	1.53	1.28	.91	.87	1.12		
DEC		9.22	3.28	1.75	1.27	.76	.80	1.01		
Average		11.03	5.88	2.91	2.11	1.27	1.03	1.38		

V-B Number of Unclassified Cars Financed (Thousands)

JAN		15.2	9.0	6.3	4.2	3.6	2.3	2.7	3.5	
FEB		15.9	10.1	6.4	4.7	4.0	2.1	2.7	3.7	
MAR		22.3	17.1	9.6	6.3	4.4	2.5	3.9	5.2	
APR		28.5	20.3	11.9	7.6	4.6	3.3	4.3	5.6	
MAY		29.2	20.2	10.4	8.4	4.8	4.0	4.9	5.5	
JUN		27.8	18.3	10.7	8.3	4.2	4.2	5.0	5.6	
JUL		30.0	16.7	6.3	7.3	4.0	4.0	4.9	3.1	
AUG		28.9	15.9	6.6	6.5	4.0	4.1	4.6	3.2	
SEP		24.3	14.3	5.3	5.8	4.0	3.8	3.5	2.3	
OCT		23.9	10.4	4.1	4.5	2.9	3.5	4.0		
NOV		21.6	10.1	3.5	3.5	2.8	2.7	3.3		
DEC		19.6	7.5	4.2	3.8	2.5	2.8	3.2		
Average		23.8	14.2	7.3	5.9	3.8	3.3	3.9		

V-C Average Amount Per Note Per Unclassified Car (Dollars)

JAN		474	419	438	363	323	338	306	365	
FEB		491	424	415	356	317	295	324	366	
MAR		421	402	408	363	335	299	356	360	
APR		426	415	333	380	327	309	359	364	
MAY		480	414	401	359	329	319	375	355	
JUN		478	412	379	371	341	317	375	359	
JUL		464	409	422	338	339	317	368	379	
AUG		451	414	401	359	378	329	358	343	
SEP		478	406	416	360	328	333	355	355	
OCT		472	417	441	360	326	302	339		
NOV		484	438	439	363	326	325	343		
DEC		471	439	414	336	329	307	316		
Average		464	415	400	359	334	317	349		

a/ Bureau of the Census, Automobile Financing. From 1928 through 1932, data cover 365 identical companies (52 of these had gone out of business by the end of 1929 and 31 more by the end of 1932). From January 1933 to date, data cover the remaining 282 companies.

MOTOR VEHICLE RETAILING TRADE
RETAIL AUTOMOBILE FINANCING - UNCLASSIFIED CARS a/

V-AA

Unclassified Car Financing (Millions of Dollars)

1926 1927 1928 1929 1930 1931 1932 1933 1934 1935

JAN								.83	1.26
FEB								.89	1.36
MAR								1.41	1.86
APR								1.53	2.04
MAY								1.84	1.96
JUN								1.87	2.02
JUL							1.29	1.79	1.19
AUG							1.37	1.64	1.09
SEP							1.27	1.25	.82
OCT							1.05	1.36	
NOV							.87	1.12	
DEC							.80	1.01	
Average								1.38	

V-BB

Number of Unclassified Cars (Thousands)

JAN								2.7	3.5
FEB								2.7	3.7
MAR								3.9	5.2
APR								4.3	5.6
MAY								4.9	5.5
JUN								5.0	5.6
JUL							4.1	4.9	3.1
AUG							4.2	4.6	3.2
SEP							3.8	3.5	2.3
OCT							3.5	4.0	
NOV							2.7	3.3	
DEC							2.6	3.2	
Average								3.9	

V-CC

Average Amount Per Note Per Unclassified Car (Dollars)

JAN								306	365
FEB								324	366
MAR								356	360
APR								359	364
MAY								375	355
JUN								375	359
JUL							316	368	379
AUG							329	358	343
SEP							333	355	355
OCT							302	339	
NOV							325	343	
DEC							307	316	
Average								348	

a/ Bureau of the Census, Automobile Financing. Data cover 456 identical companies.

MOTOR VEHICLE RETAILING TRADE

WHOLESALE AUTOMOBILE FINANCING a/

VI-A

Wholesale to Dealers (Millions of Dollars) b/

1926 1927 1928 1929 1930 1931 1932 1933 1934 1935

JAN			36.9	52.4	40.2	34.8	30.1	35.9	93.8
FEB			48.0	61.2	49.8	33.3	27.5	61.5	106.1
MAR			61.2	77.5	63.1	34.1	27.7	102.8	145.5
APR			74.9	85.3	71.2	33.9	40.8	121.1	159.9
MAY			72.9	83.6	72.6	38.6	55.0	123.7	132.1
JUN			63.4	53.8	58.2	43.7	56.9	102.7	118.7
JUL			61.8	55.3	48.9	26.0	57.9	90.3	119.1
AUG			69.9	45.3	43.9	22.1	69.6	85.1	92.9
SEP			60.2	45.3	35.8	18.7	51.1	55.6	39.7
OCT			63.6	35.9	25.8	13.1	39.0	45.4	
NOV			44.6	29.6	15.7	11.8	17.7	29.7	
DEC			21.0	35.6	29.3	20.1	16.6	36.5	
Average			56.5	55.1	46.2	27.5	40.8	74.2	

VI-AA

Wholesale to Dealers (Millions of Dollars) c/

JAN								36.6	96.1
FEB								62.6	108.7
MAR								104.6	149.1
APR								123.0	163.2
MAY								125.5	135.5
JUN								104.4	121.8
JUL							59.0	92.1	122.2
AUG							60.7	86.7	95.6
SEP							52.3	56.8	41.3
OCT							39.8	46.5	
NOV							18.4	30.5	
DEC							17.1	38.0	
Average								75.6	

JAN									
FEB									
MAR									
APR									
MAY									
JUN									
JUL									
AUG									
SEP									
OCT									
NOV									
DEC									

a/ Bureau of the Census, Automobile Financing.

b/ From 1929 through 1932, data cover 365 identical companies (52 of these had gone out of business by the end of 1929 and 31 more by the end of 1932). From 1933 to date, data cover the remaining 282 identical companies.

c/ 456 identical companies.

MOTOR VEHICLE RETAILING TRADE

WHOLESALE PRICES

Average Wholesale Price Per Passenger Car, f.o.b. Factory (Dollars)^a

VII-A 1926 1927 1928 1929 1930 1931 1932 1933 1934 1935

JAN	658	675	727	777	745	689	694	674	728	706
FEB	658	675	727	777	745	683	694	671	736	704
MAR	658	674	727	777	745	683	694	671	736	704
APR	658	674	727	782	745	687	681	667	736	704
MAY	658	695	730	782	745	687	681	667	730	712
JUN	674	695	733	782	735	684	685	667	711	714
JUL	690	692	733	782	735	689	686	667	709	714
AUG	691	689	759	772	714	689	686	667	709	714
SEP	691	691	758	768	708	695	686	673	709	711
OCT	691	691	758	766	698	695	686	673	709	
NOV	691	691	758	752	696	693	686	673	709	
DEC	691	729	775	752	693	693	689	684	708	
Average	676	689	743	772	725	689	687	671	719	

Index of Average Wholesale Price Per Passenger Car (1929=100) ^b

VII-B

JAN	85.2	87.4	94.2	100.6	96.5	89.2	89.9	87.3	94.3	91.5
FEB	85.2	87.4	94.2	100.6	96.5	88.5	89.9	86.9	95.3	91.2
MAR	85.2	87.5	94.2	100.6	96.5	88.5	89.9	86.9	95.3	91.2
APR	85.2	87.3	94.2	101.3	96.5	89.0	88.2	86.4	95.3	91.2
MAY	85.2	90.0	94.6	101.3	96.5	89.0	88.2	86.4	94.6	92.2
JUN	87.3	90.0	94.9	101.3	95.2	88.6	88.7	86.4	92.1	92.5
JUL	89.4	89.6	94.9	101.3	95.2	89.2	89.9	86.4	91.8	92.5
AUG	89.5	89.2	98.3	100.0	92.5	89.2	88.9	86.4	91.8	92.5
SEP	89.5	89.5	98.2	99.5	91.8	90.0	88.9	87.2	91.8	92.1
OCT	89.5	89.5	98.2	99.2	90.4	90.0	88.9	87.2	91.8	
NOV	89.5	89.5	98.2	97.4	90.2	89.8	88.9	87.2	91.8	
DEC	89.5	94.4	100.4	97.4	89.8	89.8	89.2	88.6	91.7	
Average	87.5	89.3	96.2	100.0	94.0	89.2	89.0	86.9	93.1	

JAN										
FEB										
MAR										
APR										
MAY										
JUN										
JUL										
AUG										
SEP										
OCT										
NOV										
DEC										

a/ Bureau of Labor Statistics weighted average of price quotations for passenger cars by makes.

b/ VII-A shifted to a 1929 base.

MOTOR VEHICLE RETAILING TRADE
WHOLESALE PRICES

VIII-A Average Wholesale Price Per Truck, f.o.b. Factory (Dollars) a/

	1926	1927	1928	1929	1930	1931	1932	1933	1934	1935
--	------	------	------	------	------	------	------	------	------	------

JAN	1100	1008	923	973	953	867	842	752	773	735
FEB	1100	1008	923	974	953	858	842	746	777	744
MAR	1100	1008	923	974	937	842	842	746	779	743
APR	1100	1008	923	974	937	842	842	746	779	743
MAY	1100	1008	923	974	922	842	842	746	779	743
JUN	1102	1008	958	974	887	842	842	746	770	743
JUL	1104	1008	952	974	880	842	888	746	766	743
AUG	1107	1008	946	974	874	842	888	746	766	743
SEP	1110	1008	948	974	874	842	755	758	766	744
OCT	1110	1008	950	974	874	842	755	753	766	
NOV	1110	1008	954	960	874	842	755	753	766	
DEC	1110	1047	958	960	887	842	752	766	766	
Average	1104	1011	940	972	904	845	820	750	771	

VIII-B Index of Average Wholesale Price Per Truck (1929=100) b/

JAN	113.2	103.7	95.0	100.1	98.0	89.2	86.6	77.4	79.5	75.6
FEB	113.2	103.7	95.0	100.2	98.0	88.3	86.6	76.7	79.9	76.5
MAR	113.2	103.7	95.0	100.2	96.4	86.6	86.6	76.7	80.1	76.4
APR	113.2	103.7	95.0	100.2	96.4	86.6	86.6	76.7	80.1	76.4
MAY	113.2	103.7	95.0	100.2	94.9	86.6	86.6	76.7	80.1	76.4
JUN	113.4	103.7	98.6	100.2	91.3	86.6	86.6	76.7	79.2	76.4
JUL	113.6	103.7	97.9	100.2	90.5	86.6	91.4	76.7	78.8	76.4
AUG	113.9	103.7	97.3	100.2	89.9	86.6	91.4	76.7	78.8	76.4
SEP	114.2	103.7	97.5	100.2	89.9	86.6	77.7	78.0	78.8	76.5
OCT	114.2	103.7	97.7	100.2	89.9	86.6	77.7	77.5	78.8	
NOV	114.2	103.7	98.1	98.8	89.9	86.6	77.7	77.5	78.8	
DEC	114.2	107.7	98.6	98.8	91.3	86.6	77.4	78.8	78.8	
Average	113.6	104.0	96.7	100.0	93.0	87.0	84.4	77.2	79.3	

JAN										
FEB										
MAR										
APR										
MAY										
JUN										
JUL										
AUG										
SEP										
OCT										
NOV										
DEC										

a/ Bureau of Labor Statistics weighted average of price quotations for trucks by capacity.

b/ VIII-A shifted to a 1929 base.

TABLE IX-A
MOTOR VEHICLE RETAILING TRADE
Establishments, Employees, Payrolls, Sales and Stocks, by States, 1929

State	Establishments	Employees ^{a/}			Payrolls (Thousands of Dollars)			Annual Sales (Millions of Dollars)	Stocks ^{b/} (Thousands of Dollars)
		Total	Full-time	Part-time	Total	Full-time	Part-time		
U. S. Total	45,301	356,579	343,570	13,009	549,015	544,685	4,330	6,408	641,804
California	2,413	22,963	22,392	571	40,115	39,919	196	489	47,003
Illinois	2,795	22,337	21,588	749	37,183	36,959	224	412	42,553
Indiana	1,461	10,600	10,150	450	15,176	15,032	144	180	16,937
Iowa	1,725	8,676	8,149	527	11,271	11,102	169	146	15,601
Massachusetts	1,290	12,452	12,121	331	20,677	20,552	125	242	22,068
Michigan	2,045	17,059	16,460	599	29,395	29,180	215	344	27,339
Missouri	1,318	10,820	10,349	471	16,061	15,894	167	177	18,145
Minnesota	1,495	8,345	7,917	428	11,773	11,627	146	139	14,407
New Jersey	1,250 ^{c/}	10,152	9,971 ^{c/}	181 ^{c/}	18,515	18,457 ^{c/}	58 ^{c/}	214 ^{c/}	21,481 ^{c/}
New York	3,331	29,325	28,660	665	53,185	52,895	290	636	62,544
Ohio	2,716	21,279	20,554	725	35,555	35,313	242	395	35,594
Pennsylvania	3,267	24,318	23,405	913	37,080	36,788	292	424	50,557
Texas	2,054	20,230	19,539	691	28,056	27,846	210	338	34,450
Wisconsin	1,877	10,146	9,380	766	14,600	14,354	246	172	17,431
Other States	16,264	127,877	122,935	4,942	180,373	178,767	1,606	2,100	215,694

Source: Census of Retail Distribution, 1929, Vol. I, Parts 2 and 3, Table 4A. Data include the Census classifications "Automobile Sales Rooms," "Used-car Dealers" and "Automobile Dealers with Farm Implements and Machinery." The discrepancy between these figures and those from the Chilton Company is presumably due to the fact that the Census classifies as dealers only those establishments which derive their principal income from the sales of motor vehicles while the Chilton Company classifies as a dealer any establishment that sells motor vehicles.

Average number of employees includes all persons whether on a salary or wage basis.

Stocks on hand at the end of the year (at cost).

Data for automobile dealers with farm implements and machinery are not included in order to avoid disclosing figures for individual establishments.

Prepared by
Industry Statistics Unit,
Statistics Section,
Division of Review, NRA
November 26, 1935

TABLE IX-B
MOTOR VEHICLE RETAILING TRADE
Establishments, Employees, Payrolls, Sales and Stocks, by States, 1929

(In Per Cents)

State	Establishments	Employees ^{a/}			Payrolls			Annual Sales	Stocks ^{b/}
		Total	Full-time	Part-time	Total	Full-time	Part-time		
U.S. Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
California	5.3	6.4	6.5	4.4	7.3	7.3	4.5	7.6	7.3
Illinois	6.2	6.3	6.3	5.7	6.8	6.8	5.2	6.4	6.6
Indiana	3.2	3.0	3.0	3.5	2.8	2.8	3.3	2.8	2.6
Iowa	3.8	2.4	2.4	4.1	2.0	2.0	3.9	2.3	2.4
Massachusetts	2.9	3.5	3.5	2.5	3.8	3.8	2.9	3.8	3.4
Michigan	4.5	4.8	4.8	4.6	5.3	5.4	5.0	5.3	4.3
Missouri	2.9	3.0	3.0	3.6	2.9	2.9	3.9	2.8	2.8
Minnesota	3.3	2.4	2.3	3.3	2.1	2.1	3.4	2.2	2.3
New Jersey	2.8	2.8	2.9	1.4	3.4	3.4	1.3	3.3	3.3
New York	7.4	8.2	8.3	5.1	9.7	9.7	6.7	9.9	9.8
Ohio	6.0	6.0	6.0	5.6	6.5	6.5	5.6	6.2	5.6
Pennsylvania	7.2	6.8	6.8	7.0	6.7	6.8	6.7	6.6	7.9
Texas	4.5	5.7	5.7	5.3	5.1	5.1	4.8	5.3	5.4
Wisconsin	4.1	2.8	2.7	5.9	2.7	2.6	5.7	2.7	2.7
Other States	35.9	35.9	35.8	38.0	32.9	32.8	37.1	32.8	33.6

Source: Census of Retail Distribution, 1929, Vol. I, Parts 2 and 3, Table 4A. Data include the Census classifications "Automobile Sales Rooms," "Used-car Dealers" and "Automobile Dealers with Farm Implements and Machinery." Per Cents are based upon the figures presented in Table IX-A.

^{a/} Average number of employees includes all persons whether on a salary or wage basis.
^{b/} Stocks on hand at the end of the year (at cost).

Prepared by
Industry Statistics Unit,
Statistics Section,
Division of Review, NRA
November 26, 1935

TABLE X-A
MOTOR VEHICLE RETAILING TRADE
Establishments, Employees, Payrolls, Sales and Stocks, by States, 1933

State	Establishments	Employees ^a			Payrolls			Annual Sales (Millions of Dollars)	Stocks ^b (Thousands of Dollars)
		Total	Full-time	Part-time	Total	Full-time	Part-time		
S. Total	30,646	203,632	190,961	12,671	204,820	198,542	6,278	2,128	193,635
California	1,935	14,557	13,695	862	16,510	16,087	423	167	15,213
Illinois	1,825	11,885	10,968	917	12,032	11,596	436	122	11,516
Indiana	993	5,636	5,134	502	4,913	4,687	226	54	4,869
Massachusetts	1,046	4,639	4,254	385	4,012	3,364	148	42	4,754
Michigan	968	7,318	6,772	546	8,489	8,115	374	83	7,109
Penns.	1,400	9,497	8,917	580	9,162	8,870	292	103	8,393
Tennessee	955	6,647	6,331	316	6,623	6,457	166	71	5,521
U. S. Total	124	4,858	4,514	344	4,540	4,379	161	45	4,995
Ala.	133	5,837	5,518	319	7,192	7,013	179	72	5,904
Ark.	196	17,771	16,456	815	21,827	21,303	524	227	20,027
Conn.	2,355	11,540	10,561	879	11,383	10,964	419	124	9,932
Del.	2,152	13,794	12,197	997	13,326	12,853	473	137	14,315
Fla.	1,496	11,984	10,532	452	10,408	10,208	200	117	8,983
Md.	1,349	5,465	4,400	565	4,906	4,647	259	49	5,810
U. S. Rates	10.559	73,104	68,112	4,192	69,497	67,499	1,998	715	65,794

Census of Retail Trade, Vol. I, Table A; Vol. II, Table 1A and Table 1. Data are for the Census classification "Motor Vehicle Dealers (New and Used)." It is comparable to the data presented for 1929 in Table IX-B. The discrepancy between these figures and those from the Chilton Company is presumably due to the fact that the Census classifies as dealers only those establishments which derive their principal income from the sales of motor vehicles while the Chilton Company classifies as a dealer any establishment that sells motor vehicles.

Average number of employees includes all persons whether on a salary or wage basis.
Stocks on hand at the end of the year (at cost).

TABLE X-B
 MOTOR VEHICLE RETAILING TRADE
 Establishments, Employees, Payrolls, Sales and Stocks, by States, 1933
 (In Per Cents)

State	Establishments	Employees ^{a/}			Payrolls			Annual Sales	Stocks ^b
		Total	Full-time	Part-time	Total	Full-time	Part-time		
U.S. Total	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
California	6.3	7.1	7.2	6.8	8.1	8.1	6.7	7.9	7.9
Illinois	6.0	5.8	5.7	7.2	5.9	5.8	6.9	5.7	5.9
Indiana	3.2	2.8	2.7	4.0	2.3	2.4	3.6	2.5	2.5
Iowa	3.4	2.3	2.2	3.0	2.0	1.9	2.4	2.0	2.5
Massachusetts	3.2	3.6	3.5	4.3	4.1	4.1	6.0	3.9	3.7
Michigan	4.6	4.7	4.6	4.6	4.5	4.5	4.7	4.9	4.3
Missouri	3.1	3.3	3.3	2.5	3.2	3.3	2.6	3.3	2.9
Minnesota	3.0	2.4	2.4	2.7	2.2	2.2	2.6	2.1	2.6
New Jersey	2.7	2.8	2.9	2.5	3.5	3.5	2.9	3.4	3.0
New York	7.1	8.7	8.9	6.4	10.7	10.7	8.3	10.7	10.3
Ohio	6.6	5.7	5.6	6.9	5.6	5.5	6.7	5.8	5.1
Pennsylvania	7.0	6.8	6.7	7.9	6.5	6.5	7.5	6.4	7.7
Texas	4.9	5.4	5.6	3.6	5.1	5.1	3.2	5.5	4.6
Wisconsin	4.1	2.7	2.6	4.5	2.4	2.4	4.1	2.3	3.0
Other States	34.8	35.9	36.1	33.1	33.9	34.0	31.8	33.6	34.0

Source: Census of Retail Distribution, 1933, Vol. I, Table A; Vol. II, Table 1A and Table 1. Data are for the Census classification "Motor Vehicle Dealers (New and Used)" and are comparable to the data presented for 1929 in Table IXB. Per Cents are based upon the figures presented in Table X-A.

^{a/} Average number of employees includes all persons whether on a salary or wage basis.
^{b/} Stocks on hand at the end of the year (at cost).

Prepared by
 Industry Statistics Unit,
 Statistics Section,
 Division of Review, NRA
 November 27, 1935

TABLE XI

MOTOR VEHICLE RETAILING TRADE

Number of Motor Vehicle Dealers, by States, 1929 to 1935

State	Number	Per Cent of Total	1931b/		1933c/		1934d/		1935e/	
			Number of Total	Per Cent						
U. S. Total	54,354	100.0	43,060	100.0	39,368	100.0	35,265	100.0	35,977	100.0
California	2,475	4.6	2,213	4.6	1,814	4.6	1,601	4.5	1,650	4.6
Illinois	3,352	6.2	2,930	6.2	2,120	6.1	2,147	6.1	2,161	6.0
Iowa	2,091	3.8	1,845	3.8	1,434	3.7	1,373	3.9	1,416	3.9
Michigan	2,220	4.1	2,037	4.2	1,702	4.3	1,534	4.4	1,626	4.5
Minnesota	2,007	3.7	1,780	3.7	1,504	3.8	1,313	3.7	1,328	3.7
New York	4,028	7.4	3,749	7.3	3,112	7.3	2,750	7.8	2,530	7.0
Ohio	3,285	6.0	2,764	5.8	2,332	5.5	2,013	5.7	2,072	5.3
Pennsylvania	3,930	7.2	3,761	7.3	3,248	6.1	2,968	6.4	2,853	7.9
Texas	2,234	4.1	1,982	4.1	1,576	4.0	1,421	4.0	1,572	4.4
Wisconsin	2,551	4.7	2,124	4.4	1,776	4.4	1,620	4.6	1,569	4.4
Other States	26,181	43.2	22,875	47.6	18,900	47.4	16,525	46.9	17,200	47.8

Source: Compiled by the Chilton Company and published in Automobile Facts and Figures. The discrepancy between these figures and those from the Census is presumably due to the fact that the latter classified as dealers only those establishments which derive their principal income from the sales of motor vehicles while the former considers as a dealer any establishment that sells motor vehicles.

a/ As of January 1, 1930.

b/ As of January 1, 1932.

c/ As of April 1, 1933.

d/ As of February 1, 1934. The figure, 39,594, given by Code Authority for total number of dealers in 1934 is larger than the one given by Chilton but the percentage distribution by States is practically the same with the exceptions of California, New York and Ohio.

e/ As of June 1, 1935.

Prepared by
 Industry Statistics Unit,
 Statistics Section, Division of Review, NPA
 November 26, 1935

TABLE XII

MOTOR VEHICLE RETAILING TRADE
Establishments and Net Sales, Classified by Volume of Sales, 1929

Volume of Sales per Establishment	Establishments		Net Sales	
	Number	Per Cent of Total	Thousands of Dollars	Per Cent of Total
Total	45,301	100.0	6,407,523a/	100.0
Less than \$ 5,000	1,510	3.3	7,275	.1
\$ 5,000 - 9,999	2,126	4.7	15,488	.3
10,000 - 19,999	4,228	9.3	61,557	1.0
20,000 - 29,999	3,707	8.2	90,571	1.4
30,000 - 49,999	5,960	13.2	232,086	3.6
50,000 - 99,999	9,352	21.8	712,203	11.1
100,000 - 199,999	9,145	20.2	1,293,055	20.2
200,000 - 399,999	3,680	8.1	892,991	13.9
300,000 - 499,999	2,889	6.4	1,097,778	17.1
500,000 - 999,999	1,700	3.7	1,161,611	18.1
1,000,000 and over	504	1.1	842,808	13.2

Source: Census of Retail Distribution, 1929, Table 4A and 4B. Data are for Census classifications "Automobile salesrooms," "Used-Car Dealers" and "Automobile Dealers with Farm Implements and Machinery."

a/ There is a slight difference between this total and the sum of the totals for the 3 classifications as given in the Census due to the adjustment by the Census of the figures for each state to the nearest thousand.

Prepared by
Industry Statistics Unit,
Statistics Section,
Division of Review, NRA
November 29, 1935

TABLE XIII

MOTOR VEHICLE RETAILING TRADE
 Number of Dealers Classified by Number of New Cars Sold, 1934 a/

Number of Cars Sold	Number of Dealers	Per Cent
Total	35,977	100.0
1 to 5	7,824	21.8
6 to 15	7,210	20.0
16 to 25	4,834	13.5
26 to 50	5,637	15.6
51 to 75	4,026	11.2
76 to 100	2,493	6.9
101 to 150	1,822	5.2
151 to 200	867	2.4
201 to 300	543	1.5
301 to 400	313	.9
401 to 500	130	.4
501 and over	198	.6

Source: National Automobile Dealers' Association, published in Automotive Industries, August 10, 1935, p. 163.

a/ Estimates made by the National Automobile Dealers' Association on the basis of information from 16 states and the District of Columbia.

Prepared by:
 Industry Statistics Unit,
 Statistics Section,
 Division of Review, NRA,
 November 27, 1935.

TABLE XIV
MOTOR VEHICLE RETAILING TRADE
Number of Employees, by Months, 1933

Month	Total	Full-time	Part-time
January	186,830	175,602	11,228
February	187,400	176,154	11,246
March	187,493	176,016	11,477
April	191,609	179,882	11,727
May	196,359	184,102	12,257
June	201,472	188,660	12,812
July	206,375	183,153	13,242
August	213,109	199,402	13,707
September	217,177	203,529	13,848
October	217,850	204,272	13,578
November	217,782	204,220	13,562
December	216,889	203,513	13,376
Average	203,362	190,691	12,672

Source: Census of Retail Distribution, 1933. Summary for the United States, Tables 4 and 4A. Data are for the Census classification "Motor Vehicle Dealers." Employees include all employed persons whether on a salaried or wage basis.

Prepared by
Industry Statistics Unit,
Statistics Section,
Division of Review, NRA
December 2, 1935

TABLE XV

MOTOR VEHICLE RETAILING TRADE
New Motor Vehicle Registrations, by States, 1929 to 1934

State	1929		1931		1933		1934	
	Number	Per Cent of Total						
U.S. Total	4,406,872	100.0	2,221,941	100.0	1,739,663	100.0	2,292,443	100.0
California	265,899	6.5	154,470	7.0	111,856	6.4	136,617	6.0
Illinois	262,846	6.0	132,748	6.0	97,224	5.6	126,871	5.5
Indiana	135,505	3.1	62,034	2.8	46,297	2.7	64,270	2.8
Massachusetts	151,054	3.4	99,767	4.5	72,759	4.2	83,423	3.6
Michigan	279,583	6.3	106,727	4.8	94,767	5.4	126,054	5.5
New Jersey	139,807	3.2	96,150	4.3	63,839	3.7	72,077	3.1
New York	379,238	8.6	265,527	11.9	195,963	11.3	209,718	9.2
Ohio	293,296	6.6	126,087	5.7	112,363	6.5	148,932	6.5
Pennsylvania	305,945	6.9	174,262	7.8	141,416	8.1	177,056	7.7
Texas	241,044	5.5	86,681	3.9	94,336	5.4	131,476	5.7
Other States	1,932,855	43.9	917,268	41.3	708,843	40.7	1,015,521	44.3

Source: Compiled by R.L. Polk and Company and published in Automotive Industries, Annual Statistical Issues. Data include passenger cars and trucks.

Prepared by
Industry Statistics Unit,
Statistics Section,
Division of Review, NRA
November 27, 1935

TABLE XVI

MOTOR VEHICLE RETAILING TRADE
Production of Motor Vehicles, by States, 1929 and 1931 ^{a/}

State	1929		1931	
	Number	Per Cent	Number	Per Cent
U.S. Total	4,752,808	100.0	2,157,452	100.0
California	186,154	3.9	114,727	5.3
Illinois	13,626	.3	9,060	.4
Indiana	192,723	4.0	100,598	4.7
Michigan	1,665,021	35.0	709,116	32.9
New York	284,238	6.0	247,936	11.5
Ohio	479,268	10.1	196,892	9.1
Pennsylvania	18,345	.4	11,391	.5
Wisconsin	294,495	6.2	153,774	7.1
Other States	1,619,938	34.1	613,958	28.5

Source: Census of Manufactures, 1929, p. 1226; 1931, p. 9. Data are for Census classification "Motor Vehicles." They include "Passenger Vehicles (not including public conveyances)" and "Commercial Vehicles;" the latter includes 2,316 hearses and undertakers' wagons for 1929.

a/ This table gives statistics for each State for which it is possible to publish separate figures without disclosing exactly or approximately the output of individual establishments. In some cases, however, certain of the "Other States" outranked some of the States, for which separate figures are given. Data for 1933 are not available.

Prepared by
Industry Statistics Unit,
Statistics Section,
Division of Review, NRA
November 27, 1935



